



Seattle District Office *SBA Reporter*

Your Small Business Resource

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**U.S. Small Business
Administration**
Seattle District Office

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*All of the SBA's programs and services are
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Biz Fair 2008 Ready to Roll

The 12th annual [Washington Small Business Fair](#), otherwise known as Biz Fair, is set for September 6 from 8 a.m. to 4 p.m. at Renton Technical College, 3000 NE 4th Street, Renton. The event is the largest small business training and resource fair held in Washington State and is **free** for small business owners and prospective entrepreneurs.

In one day and in one convenient place get information and training from local business experts, trade organizations, and government agencies about how to create or expand a small business. Over 40 seminars will be taught by business professionals on a wide variety of topics. Talk to representatives from federal, state and local government agencies, local chambers of commerce, and business and trade associations. The fair is free, with plenty of free parking and no advance registration. Attendees may stay for the entire event or come for part of the day.

Visit www.bizfair.org for more information.

Administrator Preston Takes Over at HUD *Santanu Baruah Appointment Waiting Senate Confirmation*

Steven C. Preston, SBA Administrator from July 2006, left the agency in June 2008 to accept an appointment by President Bush as the Secretary of the Department of Housing and Urban Development. Upon leaving the SBA, Administrator Preston said he was very pleased with the two years he spent at the helm. "We have accomplished much for the agency, for small business owners and for entrepreneurs, and ultimately for our country. I am proud of the work we have done together," he said.



To take over as the head of the SBA, President Bush nominated **Santanu "Sandy" K. Baruah**. Mr. Baruah currently serves as Assistant Secretary for Economic Development at the Department of Commerce. Prior to this, he served as Chief of Staff of the Economic Development Administration at the Department of Commerce.

Earlier in his career, he served as Deputy Assistant Secretary for Economic Development at the DOC. Mr. Baruah is from Oregon and received his bachelor's degree from the University of Oregon and his master's degree from Willamette University.

President Bush nominated Mr. Baruah on June 25. The nomination is being reviewed by the Senate Committee on Small Business and Entrepreneurship. In the meantime, **Deputy Administrator Jovita Carranza** continues to serve as SBA's Acting Administrator. She recently announced the hiring of **Retired Rear Admiral Steven G. Smith** to oversee the Executive Office of Disaster Strategic Planning and Operations. As chief of the unit, Smith will be responsible for ensuring all SBA departments maintain a state of readiness to deliver disaster recovery services. For more on Mr. Smith and the EODSPO, click [here](#).



Another former SBA employee made news recently when President Bush nominated **Michael Hager** to be the next head of the Office of Personnel Management. He is the former associate administrator in the Office of Capital Access. He currently serves as assistant secretary for human resources and administration at the Veterans Affairs Department, a position he has held since November 2007 when he left the SBA.

SBA AND PARTNER NEWS AND TRANSITIONS

Norm Proctor, regional administrator for SBA Region 10 serving Alaska, Washington, Oregon and Idaho, has been hired as the district director for the Idaho District Office. He started July 21.

Proctor served as SBA's regional administrator from April 2004. He came to the agency as the SBA Region X Advocate. In Idaho he oversees a staff of seven and an extensive network of Small Business Development Centers, and SCORE chapters.



Proctor received his B.A. in business and law degree from the University of Washington. He served in the Air Force in intelligence operations and was stationed in the Philippines and Italy. He began his professional career as a law clerk for a King County Superior Court judge in Seattle. He later went to work for PACCAR Inc., a Fortune 500 corporation located in Bellevue, where he served as the company's chief lobbyist responsible for all 50 state legislative activities.



The 2008 Washington State Small Business Administration awards gala, held at the Marion Oliver McCaw Hall at Seattle Center last spring, brought the best examples of small business enterprise and success into one room. Awards were bestowed upon nearly two dozen business owners, advocates of small business and lenders.

"Our winners remind us that the entrepreneurial spirit is alive and well in Washington State," said SBA **Seattle District Director, Nancy Porzio**. Nominations for the 2009 awards will be solicited this fall.

Director Porzio personally handed out the awards to each winner. She is pictured above, left of **Mary Jo Juarez**, Naval Facilities Engineering Command (NAVFAC) NW, the 2008 Veteran Small Business Champion of the Year. To Porzio's left and the far left of the picture, is **Diana Drake**, director of the SBA's 8(a) business development program in Washington State. Drake nominated Juarez for the award in recognition of her tireless efforts on behalf of veteran and minority small business owners seeking contract opportunities with the US Navy. To the right of Juarez is **Captain Robert D. Schlesinger**, the commanding officer at NAVFAC NW, and to his right, **Lyn Hamilton** of Heritage Bank, and former deputy district director in Seattle. She announced Juarez's award.



[Northwest Business Development Association](#), headquartered in Spokane, has been granted authority by the SBA to expand its operations into Oregon for the counties of Gilliam, Hood River, Morrow, Sherman, Umatilla, and Wasco, served by the Portland District Office.

South Sound WBC Program Serving Veterans and "Warrior's in Transition" Training

The South Sound Women's Business Centers, with offices in Tacoma and Lakewood, has launched a new program for service members transitioning from



active duty, veterans who have already separated, and spouses of active military. [Veterans Outreach for Training and Education](#) is completing its first series of 16 classes for veterans and will be starting the next round of training classes August 28.

Class size is limited to 20. Participants meet every Thursday evening from 6-8 p.m. at the Clover Park Technical College campus. **Linda Jadwin**, the director of the South Sound Women's Business Center, said she is seeking funding to continue the program into 2009.

The program was launched with grants from the SBA and [The Veterans Corporation](#).



SCORE "Counselors to America's Small Business" announced a new content area on the [score.org](#) Website to

help veteran, National Guard and Reservist small business owners succeed. Visitors to [www.score.org/veteran/html](#) will find the following resources: articles on the mindset needed to become an entrepreneur, tips on exemplary leadership, the latest research and facts on veteran entrepreneurship, links to important business lending programs such as SBA's Military Reservist Economic Injury Disaster Loan Program (MREIDL) and the Patriot Express Loan Initiative, and much more.

Washington Technology Center Seeking Projects for Funding

Washington technology businesses looking to partner with an academic or non-profit researcher on a collaborative research endeavor may be eligible for



a funding award through Washington Technology Center's Research & Technology Development (RTD) grants program. These awards help create jobs and attract investors by providing the critical funding needed to advance scientific research and product development. The deadline for notice of intent is September 18 with applications due October 23 for the next round of grants, which will be awarded in December. Projects begin January 1, 2009.

WTC awards hundreds of thousands of dollars in funding to Washington-based research teams in an effort to help transition great ideas out of the laboratory and into the marketplace. RTD awards pay up to 80% of the cost of research projects. Project teams are eligible to receive up to \$100,000 for initial proof-of-concept projects and up to \$300,000 total for multi-phase projects.

For more information about the RTD Grants Program, visit <http://www.watechcenter.org/re/rtd>. Here you will find everything from Fast Facts to Eligibility Criteria to Downloadable Proposal Materials. Or, for additional information, please contact Russell Paez, 206.616.3102, rpaez@watechcenter.org.

FINANCIAL WATCH: LENDER NEWS AND REVIEWS

Revision of SOP 50 10, which covers 7(a) and 504 loan processing as well as requirements to become and remain in these programs, was completed and became effective August 1. It can be found at <http://www.sba.gov/tools/resourcelibrary/sops>.

The agency has announced plans for the next initiative: modernizing the loan liquidation/recovery SOP 50 51 with a goal to remove all disaster policy and procedures for servicing and liquidation from SOP 50 51 and SOP 50 50 for inclusion in an expanded SOP 50 52, containing all disaster servicing and liquidation instructions.

To accomplish this project the agency is seeking feedback from a range of users. Comments should be sent to the following mailbox: SOP5051@sba.gov. Questions may be directed to Walter Intlekofer (202-205-7543) or Patricia Cavanaugh in Seattle (206-553-7052). Click on the [SBA Information Notice](#) for more information.

The SBA has revised its small business size standards for small businesses in the Heating Oil and Liquefied Petroleum Gas Dealers industries for firms that may have exceeded their existing size standards due to higher receipts generated by higher oil prices. In addition, the SBA has finalized the December 2005 Interim final rule that amended monetary-based small business size standards for inflation.

The new rule will become effective on August 21 and converts the existing receipts-based size standards from \$11.5 million in average annual receipts in the Heating Oil Dealer industry and \$6.5 million in the Liquefied Petroleum Gas Dealers industry to a 50-employee size standard. The final rule for the inflation adjustment for size standards and the EIDL loan program will become effective on August 18, 2008. For more information visit <http://www.sba.gov/size/indexwhatsnew.html> and click on "What's New about Small Business Size Standards."

Leading Seattle District Office 7(a) Lenders Oct. – June 30, FY 2008 (33-plus loans)

Bank of America, National Association	Charlotte, N.C	330	\$7,215,700
U.S. Bank National Association	Minneapolis	286	\$35,176,100
Wells Fargo Bank, National Association	Minneapolis	85	\$12,646,000
KeyBank National Association	Cleveland	84	\$10,969,000
Mountain West Bank	Coeur d'Alene	70	\$12,713,000
Numerica Credit Union	Spokane	65	\$1,919,600
Capital One, National Association	McLean, Va.	49	\$2,855,000
Heritage Bank	Olympia	36	\$9,238,000
Pacific International Bank	Seattle	33	\$15,941,900
Additional 91 lenders with 32 or fewer loans		626	\$198,713,037
TOTAL 7(A) LENDING ACTIVITY		1,664	\$307,387,337

Seattle District Office Patriot Express Loans by Lender (thru July 31, FY '08)

Bank of America, National Association	Charlotte, N.C	23	\$590,000.00
Panhandle State Bank	Sandpoint, Idaho	6	\$747,800.00
Mountain West Bank	Coeur d'Alene, Idaho	5	\$909,000.00
Washington Business Bank	Olympia	5	\$859,200.00
Columbia Bank	Tacoma	4	\$612,000.00
Seattle Economic Development Fund, dba Community Cap. Dev.	Seattle	3	\$332,500.00
Viking Bank	Seattle	3	\$261,800.00
Heritage Bank	Olympia	2	\$250,000.00
Seven banks with one loan each: Community West Bank, NA, <i>Goleta, Calif.</i> , (\$311,000.00); Sterling Savings Bank, <i>Spokane</i> , (\$160,000); South Sound Bank, <i>Olympia</i> , (\$120,000); Numerica Credit Union, <i>Spokane</i> , (\$101,000); Northwest Commercial Bank, <i>Lakewood</i> , (\$65,000); Peoples Bank, <i>Lynden</i> , (\$31,000); Global Credit Union, <i>Spokane</i> , (\$25,000).		6	\$812,000.00
TOTAL Patriot Express Lending Activity		58	\$5,375,300

504 Loans by CDCs (October through June, FY 2008)

Evergreen Community Development Assoc.	Seattle	56	\$31,664,000
Northwest Business Development Assoc.	Spokane	53	\$33,589,000
Ameritrust CDC	Seattle	44	\$31,313,000
Three other CDCs with 9 or fewer loans		14	\$6,180,000
TOTAL 504 LENDING ACTIVITY		167	\$102,746,000

This newsletter is a publication of the U.S. Small Business Administration, Seattle District Office. Please feel free to forward a copy to anyone you believe would like to receive it. To be put on or taken off the e-mail list, to receive hard copies via mail, or for any other questions, suggestions or comments regarding content, please contact Roger Hopkins at 206-553-7082, or by e-mail at roger.hopkins@sba.gov.